

The Fort

Fred Wells Tennis & Education Center



ANNUAL REPORT



Our Mission

We bring people together of all ages, abilities, and backgrounds to embrace the lifelong game of tennis while serving under-resourced youth with the support of the Community.

Our Board

President: Rick Rinkoff **Vice President:** John Ahern
Treasurer: Santosh Krishnan **Secretary:** Thomas Judd
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Our Staff

Esther Tsai, Ally Baker, Ryan Berkas, Richard Buckles, Robin Coverdale, Jackson Farley, Craig Gordon, Brian Grossman, Aaron Holland, Judy Long, Mike Lunka, Christian Maki, Grady McHugh, Lisa Mushett, Christine Nickels, Zekeria Nigatu, Viet Pham, Martin Schneider, Ursula Shute, Clay Sollenberger, Levin Stewart, David Stingley, Dan Swanson, Nguyen Vo, Niltooli Wilkins, Samuel Wondimu



A LETTER FROM ESTHER AND RICK

Dear Friends of The Fort,

It was a year to remember, as 2019 marked our 18th year of service to the community, and was filled with many accomplishments and milestones. We could never have imagined the journey we took this past year in ensuring The Fort's future for generations to come. Every action performed stayed true to three underlying themes: **CARING, COMMITMENT, COMMUNITY.**

We are very grateful to the Minneapolis Park & Recreation Board (MPRB) for renewing our lease for two additional 10-year terms. The renewal stamps our **COMMITMENT** in collaboration with MPRB to further our goals working with youth of under-resourced backgrounds in the Minneapolis area, and across the Twin Cities, through our TennisWorks program. Consistent with our TennisWorks Fort Five core values, we connect youth to **CARING** adults and provide opportunities for them to develop life skills, realize their full potential, and positively impact their own future and the well-being of our community.

We are proud to report significant progress made with our TennisWorks goals this past year including:

- Increasing student retention from 55% to 74%
- Implementing a comprehensive assessment tool for social-emotional learning skills to supplement our existing evaluation methods
- Successfully expanding programming with our core partner schools
- Fully integrating TennisWorks Fort Five core values in our minimum operating standards, curriculum design and volunteer trainings

We have heard time and again from our patrons that the Fred Wells Tennis & Education Center is not a typical club, but rather a place where people commune for a good game of tennis, while hanging out with friends, sharing good laughs and celebrating festivities together. Living the vision of our founder, Fred Wells, our **COMMITMENT** to providing affordable tennis to people of all ages, abilities and backgrounds fosters a sense of **COMMUNITY.** The Fort is a place many affectionately refer to as their "Tennis Home."

Our **COMMITMENT** to programming excellence – whether it is our youngest Ultra Stars or our Competitive Pathway juniors, our Adult and Senior drills or our Women's Day League program - is supported by our strong participation and retention numbers. We take great **CARE** in providing an inclusive and fun environment, while getting to know each player and delivering tailored and informed instruction to help individuals develop their skills and find joy through the game of tennis.

The deep value of **COMMUNITY** brought people together at many events throughout the year including the walkway ribbon-cutting ceremony, our inaugural fundraising luncheon, the end-of-summer picnic, the red ball social tournament, the front dome grand opening in September and our first-ever Gala in October. More than 700 donors invested in our Annual Fund and Capital Campaign effort; a 133 % growth over the last three years. The collective support from our donors and foundation partners through grants and fundraising allow us to grow and expand our programs, operate with exceptional staff, and maintain quality infrastructure and financial stability.

We are extremely grateful to our Fort community. They **CARE** deeply for our staff and the work we do to serve youth from under-represented communities through the powerful combination of tennis and life skill development.

Your **COMMITMENT** and **CARE** deepen the spirit of our **COMMUNITY.** Thank you!



A handwritten signature in black ink that reads "Esther Tsai".

Esther Tsai
Executive Director



A handwritten signature in black ink that reads "Richard J. Rinkoff".

Rick Rinkoff
Board President

A Year to Remember



Gala



Photos courtesy of Yi Vang

Bubble Opening & Ribbon Cutting



Luncheon



Summer Picnic



Photos courtesy of Yi Vang



ProAm



Photos courtesy of Yi Vang

Red Ball




TennisWorks

Athletic participation has a favorable influence on academic achievement, psychological well-being, and physical health. Unfortunately, income is the number one indicator of participation, and youth from the lowest income homes are half as likely to play sports than their peers in homes with annual incomes of \$100,000 or more. The Fred Wells Tennis and Education Center was built to address this opportunity gap and serve under-represented youth through the powerful combination of tennis and social-emotional skill development.

Our free TennisWorks program serves youth in grades 3-12 primarily through school and community partnerships. More than 90% of youth in our school programs are eligible for the free or reduced lunch program and more than 90% identify as youth of color. At the core of our programs is our deep commitment to provide a safe, supportive environment with caring adults that reinforce our Fort Five program values of Safety, Respect, Commitment, Integrity, and Kindness. Through trusting relationships and our foundational core values, we guide youth in learning a new sport and developing key social and emotional skills in self-management, self-awareness, social awareness, relationship skills, and responsible decision-making.

- ⊖ More than 1,000 registrations.
- ⊖ 97% of students surveyed reported having a trusting relationship with an adult through TennisWorks.
- ⊖ 74% of the students in the Fall 2019 school programs were returning participants from Spring 2019.
- ⊖ A new Fearlessly GiRL middle school program was successfully launched.
- ⊖ New middle school program with Folwell Performing Arts Magnet School was added.
- ⊖ Record attendance at Fort First Friday events, including 110 in November.
- ⊖ We awarded 30 scholarships to Fort Summer Camp to after-school participants with free transportation provided to and from their homes.



“Tennis at first was really challenging for me, but the coaches and my friends made it really fun to play and helped me improve my game. Tennis has helped me find out more about myself, and I enjoy playing the sport.”

- Melanie, TennisWorks Participant

TENNIS FOR EVERYONE



Embracing the life-long aspect of tennis, The Fred Wells Tennis & Education Center is home to a robust community of players from age 5 to 95 who participate in a range of offerings from group classes, drills, in-house and travel tennis leagues, and regular court time with their friends. Thanks to generous Capital Campaign donors in 2019, we were able to add an additional court, enabling us to better support our ever-increasing demands for court time.

A typical day consists of permanent court time and senior play in the mornings highlighted by the long-time early bird tennis group organized by Jim Nichols, women's daytime league play and an assortment of adult drills in the mid-day, TennisWorks programming after-school, and extensive junior and adult programs in the evenings.

Each year, The Fort also proudly hosts a variety of events to engage and support our broader tennis community...

- Minnesota Tennis Teachers Conference
- High School and College Practices
- Special Olympics Area Games
- Courage Kenny Wheelchair Tennis
- USTA leagues and tournaments
- Senior Tennis Players Club

Total On-Court Program Hours: 28,021

- Junior Tennis Programs: 9,515
- Permanent Court Time: 4,625
- Adult Clinics/Drills: 3,640
- TennisWorks: 2,640
- Women's Day League: 2,640
- Summer Camp: 1,925
- USTA League Play: 1,000
- Jim Nichols Senior Group: 864
- In House Leagues: 810
- Tournaments: 200
- Special events (such as Special Olympics, Coaches Clinics): 162

“USTA Northern has maintained a valued partnership with our friends at the Fort since its initial grand opening. The Fort not only provides a sense of belonging to all the players who call it home, it offers a welcoming space for newcomers to the game and much-needed event space for some of our section’s most important gatherings.”

- Becky Cantellano, USTA Northern Executive Director & CEO





2019 LEGENDS of The Fort

*Pictured from left to right: Walt & Ginger Bailey,
Dale Borgeson, Bill Cosgrove*

The vision of our founder, Fred Wells, is to provide seniors with affordable access to our tennis facility. Today, the Fred Wells Tennis & Education Center (The Fort) is a home to hundreds of seniors who embrace tennis as a life-long sport for wellness and health. In the spirit of our visionary founder, The Fort is proud to honor our deserving seniors with our annual Legends of The Fort award. The Legends of The Fort award is a distinction bestowed upon seniors who have demonstrated a long passion for tennis, and who have engaged the Fort community with their enthusiasm, volunteer service and commitment to the Fred Wells Tennis & Education Center.

Walt & Ginger Bailey

Walt and Ginger Bailey have been familiar faces at The Fort for nearly its entire existence. Long-time Lilydale Club players, the Baileys began playing at The Fort when Lilydale closed its doors in the early 2000s. Ginger has played in womens' day leagues, drills, and belongs to several networks of Fort patrons friendly tennis groups. Her enjoyment of the game is easy to see. Walt also plays in many circles, and has been a part of Fort drills in the past. A close confidant of one of the Fort's first Legends Jim Dixon, the two have shared many great times on and off the tennis courts throughout the years.

Dale Borgeson

Dale Borgeson has been playing tennis for nearly 60 years, the last thirty of those with the same group. Dale has been a dedicated patron of The Fort since 2011, still playing 2-3 times per week. Even when Dale was sidelined with an injury that limited his mobility, he would still come to watch his long-time tennis friends play during their permanent court-time. Dale is also an enthusiastic supporter of our TennisWorks program, always attending fundraising events and making sure he wins the bid on at least one auction item! When Dale is not at The Fort spreading his positivity, he can be found singing to seniors in assisted living homes or fulfilling his role as Senior Vice Commander of The Aquatennial.

Bill Cosgrove

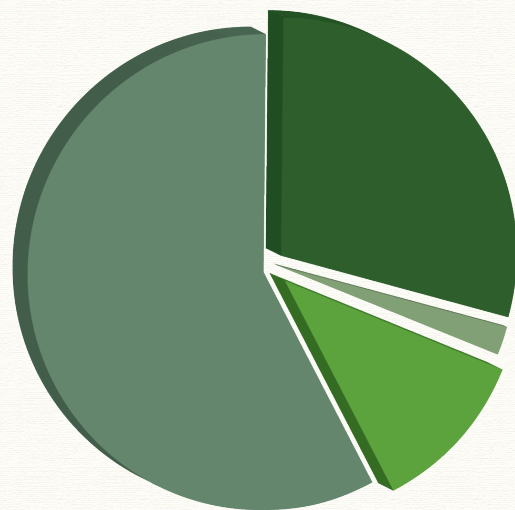
Bill Cosgrove, or COZ, as he was affectionately referred to by his tennis buddies, was a longtime friend and supporter of The Fort. Bill held permanent court time twice a week for many years and enjoyed visiting with friends in the lobby after their matches. Bill loved to engage young people about their academic pursuits and dreams, so he very much appreciated The Fort's TennisWorks program and the under-resourced youth it served. Bill had many interests and talents; besides being a nationally ranked tennis player, he was a published author, avid tomato grower, origami maker and insistent do-it-yourselfer. Shortly before his passing, Bill started giving to the Fortify our Future Capital Campaign and was excited about the future of The Fort. After Bill's passing, his family graciously honored his love of tennis by creating the Bill Cosgrove TennisWorks Scholarship Fund. Bill's memory and love of tennis will be honored for a long time to come each time a new young player is introduced to the game he found so much joy in playing.

Financials

Ending December 31, 2019

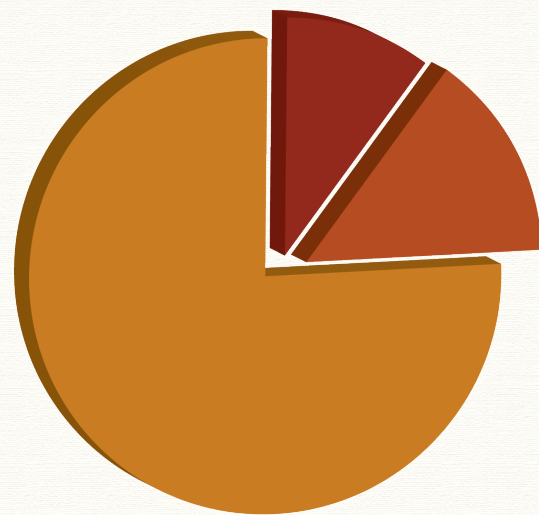


Revenues



- Programs: 58%
- Court Time: 11%
- Fundraising & Contributions (includes Capital Campaign): 29%
- Other Income: 2%

Expenses



- Program Services: 76%
- Management & General: 14%
- Fundraising (includes Capital Campaign): 10%

Revenues & Other Support without Donor Restrictions

Program Revenues
Support
Other Support

2019

\$ 1,694,393
294,924
58,810

2018

\$ 1,561,740
233,826
47,970

Net assets released from restrictions

Restrictions satisfied by payments or time

446,187

492,424

Total Revenues and Other Support without Donor Restrictions

2,494,314

2,335,960

Statement of Financial Position

Total Assets
Total Liabilities
Total Net Assets

3,959,118
782,300
3,176,818

3,559,311
342,037
3,217,274

Statement of Cash Flows

Cash at Beginning of Year
Cash at End of Year

1,011,367
1,215,892

650,334
1,011,367

Donors

Foundation Support

\$65,000 Isora Foundation
\$50,000 Wells Family Fund of Minneapolis Foundation*
\$30,000 Otto Bremer
\$28,500 USTA Foundation
\$27,051 USTA Northern*
\$19,248 Youthprise
\$10,000 Sheltering Arms Foundation
\$10,000 USTA National
\$5,000 Richard M. Schulze Family Foundation
\$5,000 Wells Family Foundation
\$2,000 Friends of the St. Paul Library

General Support

\$65,000+
Tom & Michele Mingo

\$25,000+
Thomas & Michelle Bradley
Rick Rinkoff & Julia Ferguson*
Santosh & Ruth Krishnan*

\$10,000 - \$24,999
Anonymous Household*
Andrea Boado & Mike Ile
Josh & Tisha Colton*
Terry & Darren Jackson
Gloria Kumagai

\$5,000 - \$9,999
Nancy & Dom Driano
Visala & Joe Goswitz*
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Ann Hathaway*
Peggy & Jeff Kline
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Molly & Tom Peterson
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\$250 - \$999

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Greg Anderson
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Jana Austin
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Ally Baker
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Brandon Kurilla
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Kelly Laughlin
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John & Elizabeth Miller
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Mya Smith-Dennis
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Phonekeo Soundara
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David Stingley
Tony & Ronda Stingley
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Poem Vang
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Nguyen & Emi Vo
Cynthia Voccio
Rita & James Waletski
WDL 4.0 Friday 12:30
Doubles Team
Karen & Kent Whaley
Anne White
Jennifer & Jerry Will
Terry Willems
Erik Wong
Bryan Yanagita
Ric Yates

**In Memory of
Henry Cohen**

Anonymous
Susan & Wallace
Droegemueller
Friends of Henry Cohen
E. Peter & Scotty Gillette
Dean & Deborah Johnson
Margaret Kinney
Jane McAnnay Living Trust
Jodi Olson

In Memory of Jerry Pope

Craig Bruswitz
Jeanne Chevalier
Cathy Heber
Wanda Heintzman
Kirk & Becky Olson
Ken & Lee Patz
Jerry Pope & Nancy Marks
Bob & Cindy Stevens
Carol & Ken Thomsen
Greg Wicklund

**Nguyen Vo Family
Scholarship Fund**

Niandong Liu
Olivia Paradise
Sarah & Mark Twedt

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Viet Pham
Babolat
Joachim & Juli Baecker
Virginia & Walter Bailey
Kathy Baker
Brad Bellows
Sarah Berhow
Bjorn Meisner Photography
Andrea Boado & Mike Ile
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Dale Borgeson
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Broken Clock Brewing
Rick Bronson's
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Carlos Castelan
Michelle Caulfield
Chanhassen Dinner Theater
Josh and Tisha Colton
Shannon Cosgrove-Rucker
Robin Coverdale
Melissa Dalum
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Timothy Dicks
Benita & Rick Dieperink
Barry Dobson
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Phillipe & Jeni Duliere
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Jackson Farley
Shannon Fasching
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Christopher Galler
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Karen Gjerstad
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Christy Grady &
Patrick Murray
Grand Casino Hinckley
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Gustavus Adolphus College
Tennis & Life Camps
Guthrie Theatre
Janet & Phil Hallaway
Head Penn Racquet Sports
Dave & Martha Hill
Karen Hoffman
Aaron & Elizabeth Holland
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Claudia Gumbiner
Maya Iginla
Nelson Iginla
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Donna Jensen
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Lakeview Inn
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Sharon Larkins
Sally Leary
Dan & Liz Lee
Sarah & David Lilja
Kathryn Loeffler &
Jeff Nelson
Luke Logan & Susan Reed
Jean & Arnold London
Judy Long
Jamie Lukehart
Bill Lunka
Mike Lunka
Rose Lunka
Robert & Aimee Mairs
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Mall of America
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Grady McHugh
Ann McNamara
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Michael Lynne's
Tennis Shop
Linda Miller
Tom & Michelle Mingo
Minnesota Lynx
Minnesota Twins

David & Linda Nash
Kevin & Brenna Nicholson
Tom & Christine Nickels
Nothing Bundt Cakes
Carl Ohrn & Peggy Reichert
Pazzaluna Urban
Italian Kitchen
Eric Peterson
Lia Peterson
Molly & Tom Peterson
Vinod Pillai
Professional Tennis Registry
John Raedler
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Register Redesign
Rick Rinkoff &
Julia Ferguson
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